

Message Text

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PAGE 01 STOCKH 01977 200527Z

ACTION EUR-12

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R 191049Z MAY 78
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 3831

UNCLAS STOCKHOLM 1977

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: ADS REQUEST - MONO PROBE CORPORATION

REF: COMMERCE CD-144, 03/16/78

1. OF THE COMPANIES THAT WE HAVE CONTACTED ON BEHALF OF MONO-
PROBE CORPORATION, THE FOLLOWING FIRM HAS EXPRESSED PRELIMINARY
INTEREST IN BECOMING THE COMPANY'S DISTRIBUTOR IN SWEDEN.

2. ELIT AB
BOX 1237
S-161 21 BROMMA, SWEDEN
CONTACT: MR. BO SUNDIN
TEL: 08/26 27 20
TELEX: 19093

3. COMMENT: THIS COMPANY, ESTABLISHED IN 1945, HAS SHARE
CAPITAL OF SKR. 300 THOUSAND (\$1 EQUALS SKR 4.60). ANNUAL
SALES ARE APPROX. SKR 10 MILLION. COMPANY EMPLOYS 30 AND
REPRESENTS SEVERAL EUROPEAN MANUFACTURERS OF ELECTRIC AND
ELECTRONIC INSTRUMENTS AND APPARATUS. THE COMPANY WOULD LIKE
TO HAVE A COUPLE OF SAMPLES OF THE TROUBLE SHOOTERS,
AND ALSO 25 COPIES OF THE PAMPHLET TO DISTRIBUTE AMONG
POTENTIAL CUSTOMERS. ELIT WOULD ALSO LIKE TO HAVE PRICES
QUOTED FOR LESS THAN 500 UNITS (E.G. 25, 50, 100). ACCORDING
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TO LOCAL BANK SOURCES, THE COMPANY IS FINANCIALLY SOUND
AND HAS MET ITS BUSINESS OBLIGATIONS PROMPTLY. RECOMMENDED
TRADE CONTACT.

4. SEVERAL OF THE OTHER COMPANIES THAT WE HAVE CONTACTED
HAVE NOT YET GIVEN THEIR FINAL DECISIONS. WE SHALL
CABLE ANY POSITIVE REPLIES OR INTERESTING COMMENTS.

KENNEDY-MINOTT

NOTE BY OC/T; TELEGRAM DELAYED IN TRANSMISSION.

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NNN

Message Attributes

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Secure: OPEN
Status: NATIVE
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TAGS: BEXP, SW
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